

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 05312 171315Z

51

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 OPIC-06 TRSE-00 XMB-04 CIAE-00

INR-07 NSAE-00 SAJ-01 L-02 /040 W

----- 054968

R 171137Z APR 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 9362

INFO AMEMBASSY VIENNA

USDOC WASHDC

UNCLAS MOSCOW 5312

VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: EEWT, UR

SUBJECT: NEW CONTRACT SIGNED FOR CHEBOKSARY TRACTOR PLANT

1. ANCHOR CONVEYORS, A DIVISION OF STANDARD ALLIANCE INDUSTRIES, SIGNED CONTRACT APRIL 15 FOR \$5.45 MILLION CONVEYOR SYSTEM DESTINED FOR FOUNDRY MOLDING LINE AT CHEBOKSARY TRACTOR PLANT. TERMS ESSENTIALLY CASH AGAINST DOCUMENTS WITH TENPERCENT DOWN, FIVE PERCENT GUARANTEE WITH-
HOLDING AND NO SUPPLIER CREDKTS. TO EMBASSY'S KNOWLEDGE, THIS IS FIRST CONTRACT A U. S. FIRM HAS SIGNED FOR CHEBOKSARY SINCE LAST YEAR WHEN DEALS NEGOTIATED ON EXPECTATION OF EXIM CREDITS.

2. ANCHOR, AN UNSUCCESSFUL KAMAZ BIDDER, WAS ASKED TO PREPARE PROPOSALS FOR "POWER AND FREE" CONVEYOR LINES FOR THREE MOLDING LINES IN ONE OF FOUR CHEBOKSARY FOUNDRY BUILDINGS. INVITED TO VISIT MOSCOW IN FEBRUARY, FIRM TOLD PRLUECT INITIALLY LIMITED TO SINGLE IRON LINE AS SPECS FOR BUILDING'S TWO STEEL LINES STILL IN PREPARATION. ANCHOR TEAM RETURNED TO MOSCOW FOR COMMERCIAL NEGOTIATIONS IN LATE MARCH AND SIGNED CONTRACT, FIRM'S FIRST WITH SOVIETS, THREE WEEKS LATER.

3. MACHINERY WILL BE CONSTRUCTED AT ANCHOR PLANT IN
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MOSCOW 05312 171315Z

DEARBORN, MICHIGAN. CONTRACT CALLS FOR DELIVERIES IN FIRST

HALF OF 1976 WITH EIGHT-NINE WEEKS OF INSTALLATION WORK
SCHEDULED DURING SUMMER 1976. ANCHOR BELIEVES SUCCESSFUL
NEGOTIATIONS PUTS FIRM IN EXCELLENT POSITION TO WIN CONTRACTS
FOR BUILDING'S REMAINING LINES.

4. ANCHOR NEGOTIATORS MADE EXTENSIVE USE OF COMMERCIAL OFFICE
FACILITIES, INCLUDING OFFICE SPACE, XEROX, TYPING, TELEX,
AND COMMERCIAL COUNSELING. BEFORE COMING TO MOSCOW COMPANY
OFFICERS HAD CONSULTED WITH BEWT/TDAD AND FOLLOWING CONTRACT
SIGNATURE EXPRESSED THEIR APPRECIATION FOR QUALITY OF COUNSEL
RECEIVED.
STOESSEL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONTRACTS, TRADE AGREEMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 17 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW05312
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750135-0139
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750442/aaaabmxi.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 01 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 JUL 2003 by SilvaL0>; APPROVED <29 JAN 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NEW CONTRACT SIGNED FOR CHEBOKSARY TRACTOR PLANT
TAGS: EEWT, UR, CHEBOKSARY TRACTOR PLANT, ANCHOR CONVEYORS
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006